466 /112 cont./ koasa, sometimes called,
471 for purposes of differentiation,
571 "small representative"
(koasa tja'di).

441 One who owes his standing solely to his personal qualities
471 obtains no more in returns from his land than a person whose
454 standing is based entirely upon his descent, as might be expected on rational economic grounds. During the postwar periods when many Makassarese merchants were earning large sums, one might have expected that many of them would have invested even a small part of their money in pices of land in the interior. One would have thought that they might have bought sawahs, or that at least they would have had large pieces of land entered in their name in the land-tax registers with the purpose of having them developed later. Nothing of this kind, however, appears from the Goa land-tax registers. The opinion of one of these merchants that he did buy jewelry with this money but no land because land is difficult to sell quickly if one needs money merely points to the direction in which the explanation must be looked for.

571 For a merchant who is not related to the nobility of Goa,
565 it is difficult to attach a good koasa to himself and through him
554 a large number of laborers. If he were to purchase several pieces of land, his share in the harvest would not be worth the trouble. An ordinary kampong individual prefers to work the land of a prominent man from the karaëng group. In that he has confidence; it strengthens his position. A tie with a nobleman always appears valuable. On the other hand, so long as economic necessity is not coercive and the personality of the large landowner does not convince him of his special personal qualities, there is no reason for the kampong man to work for this wealthy stranger. In principle, this stranger is regarded as an equal with whom one can therefore